

The Evening World.

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LET LODGE DO THE STEPPING.

THE President, it is announced, will leave no proposal for a treaty compromise on Senator Lodge's doorstep.

Why should he? The present situation is not of the President's making. Nor did the hold-up of the Treaty and the League of Nations come from any overwhelming demand on the part of the people of the United States. The treaty wreckers in the Senate did what they did because certain Republican leaders thought it good Republican policy.

Let Lodge and his band have the full credit for what they have done. Let them listen awhile now to what the business interests of the country have to say about Republican tactics that have tied up trade, made foreign exchange still more erratic and set back the Nation commercially no one can say how far.

It was Mr. Lodge who took the long step away from the line of reasonable compromise.

Let Mr. Lodge take the long step back.

CAN'T DEPORT IDEAS.

YOU cannot deport ideas as you deport people." This sentence from Senator Kenyon's address before the Lawyers' Club on Saturday stands out as a terse expression of one of the biggest truths in the world. It ought to be impressed on every zealot of "100 per cent. Americanism" who would deport every Red—and stop there, thinking he had found the cure.

Christianity, Democracy and Science are three of the greatest ideas in the world to-day, three shining examples of the vitality of ideas. If persecution could kill or deport an idea we should have no Christian church, no democracy, no scientific progress. This is not to compare Bolshevism or Anarchy with any one of these. But each endured more repression than our Christianity, our democratic instincts and our scientific knowledge of men's minds would permit us to apply in repressing even Red radicalism.

If an idea has truth it will win through eventually in spite of death, dungeons and deportations. If it is false, only truth and understanding can overcome it. Those who break our laws may be punished, but the only way to deal with the error that led to the breaking of the law is by substituting better, truer ideas.

That is the other and larger half of the problem, and it is because American democracy is better and more true than Russian Bolshevism that we can look forward with confidence to the future.

THEY RESPECT IT NOW.

GEN. PERSHING'S final report to the War Department on the achievement of the American Expeditionary Force in France strongly confirms one impression.

Self-confidence, the will to fight as American units on a plan of open offensive based on our own fighting doctrine, was what gave the American troops power to deliver the knock-out blow to German hopes. The same American spirit of independent initiative was what caused friction with Gen. Foch and other Allied commanders until they got to understand it better—and until they saw some of its results.

"Due to the magnificent dash and power displayed on the field of Soissons by our 1st and 2d Divisions," Gen. Pershing states, "the tide of war was definitely turned in favor of the Allies." That same dash and power supplied convincing argument when Gen. Pershing stood out against the Foch plan of separating the American forces into groups which would have become mere assistants of the French Armies in the Meuse-Argonne and St. Mihiel operations.

That the French military experts learned to appreciate American fighting methods and the American instinct of independent action becomes evident in several newly-published books written by French officers. One of these is called "The American Army in the European Conflict," by Col. de Chambrun and Capt. de Marenches, both of whom were attached to Gen. Pershing's staff. This book in its French edition has been made required reading in the public schools of France. It says:

"The eminently aggressive spirit which the American soldier brings with him to the firing line will not have failed to impress our French observers."

"In this connection, one question may be asked: 'Why was the American officer unready to profit by the veterans' experience unless he found that it accorded with his own?'"

"To this we may reply that, with the mentality of this new army, each individual chief, to gain and maintain ascendancy over his men, was obliged to show an unflinching confidence in his own personal ability."

"The men also were eager to show their commander what they could do unaided. Both had the desire, perhaps unacknowledged, of owing to themselves above all that consciousness which the good soldier must ever possess—his superiority over the foe. Fine and martial spirit of a people that has never known defeat!"

In the spring of 1918 the French military commanders undoubtedly thought Gen. Pershing presumptuous, intractable, overbearing, exacting. But the French did not see America fight without learning to respect the way the Americans now can fight best.

THE CALLIESS CASE.

OFFICIAL inquiry begins to-day to find out what laxity of municipal law or regulation made it possible for persons to gain possession of a dead woman's body to which they had no claim, and to bury it under circumstances of deception, haste and neglect that have deeply shocked this city.

The Evening World's disclosure of the facts in the Calliess case started an investigation that ought to have begun more than two months ago.

It was on Oct. 9 that Mrs. Anna Calliess, seventy-two years old, was fatally injured by a taxicab at 81st Street and Broadway. Her body was taken from Roosevelt Hospital on a fraudulent certificate dated before her death. Burial in Mount Kensico Cemetery was expedited by an undertaker and by the taxicab company's adjuster, who was falsely represented to be the dead woman's son-in-law—all without the knowledge of the woman's daughter, who lives in this city and who was trying to find out what had become of her missing mother.

How many families in New York have read this story without a shudder at the thought that the same thing might happen to a mother, father, wife, husband, sister or brother of their own nearest and dearest?

A good rule for every one to observe is always to carry some written identification. Yet it is a disquieting fact that in the Calliess case the police used such means of identification as the contents of the injured woman's hand-bag suggested, only to call up a friend of the daughter's, to whom they gave the name of the New York Hospital, though the victim of the accident was taken to the Roosevelt Hospital.

In its every aspect the case is a grave reflection on the methods by which victims of accident or illness in this city are, so far as may be, identified and their whereabouts and condition reported to their family or friends.

The Police Department, the Health Department, the hospitals and the private undertaking establishments should each and all be made to feel their responsibility in the face of such conditions as those revealed by the Calliess case.

The \$100 fine or one year's imprisonment which the law provides for a person found guilty of falsifying a death certificate—there were several false names entered on the death certificate made out for Mrs. Calliess—seems hardly adequate punishment.

It is an appalling thought that unscrupulous undertakers have been regularly on the watch for business that means taking a body from a hospital on a trumped-up certificate and burying it off-hand for a fee from somebody who has an interest in quickly and quietly disposing of it.

Let us find out where taxicab company adjusters or the like have furthered this abominable trade.

UNCOVER THE SWINDLE.

AMERICANS—even those who do not agree with the President—will rejoice that his health is mending.

However, there is no reason to expect that Dr. Grayson's announcement that the President is walking about a bit will be believed at the other end of Pennsylvania Avenue. Senators will be loth to abandon the Fall report that the Presidential limbs did not shimmy during his interview. If not then, why now? The conclusion follows that Grayson is lying, or else if the President is walking it must be on some one else's legs. May we suggest that Senator Fall should prepare? He should arm himself with a long, sharp hatpin. Maybe Dr. Grayson has deceived the Senate by providing artificial limbs. Perhaps the President would not manifest annoyance if the Senator prodded a wooden leg.

It is now in order for Senators to discover the fraud. Each doubter should procure a spy-glass and a step-ladder. False beards for disguise might uphold Senatorial dignity. Then they ought to climb into trees commanding a view of the sick room. It is incumbent on them to let the country know on whose legs the President is perambulating.

P. S.—Just a friendly word of caution to those who may accept this suggestion. Trees in the White House grounds are full of squirrels. Safety first.

MORE SMILE IN THE VOICE.

TELEPHONE officials, admitting that telephone service is inadequate, excuse the wretched condition on the ground that the company is unable to hire a sufficient number of operators. As a result the girls employed are unable to render efficient and careful service in the calls they are able to handle.

The explanation is hardly complete. The company is unable to hire sufficient operators at the wage offered. The amendment makes the explanation clearer but injures its value as an excuse. If competition in the labor market has disturbed the supply, the remedy does not lie in overworking the operators available but in paying a wage that will attract more girls to the work.

The Public Service Commission seems disposed to take up this factor of poor service. Actual facts in regard to wages, hours and conditions of service probably will show why the company is having trouble in hiring operators. The public as well as the operators suffer from a niggardly policy that takes the "smile" out of the voice.

Prices of Christmas trees will bear watching. A rising market is the forecast. The best example of the absolute limit of "heartless profiteering" would be a charge of "all the traffic will bear" on the rallying point of holiday festivities.

All They Want In Our Flag!

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By J. H. Cassel



PRE-WAR SALARIES OF RAILROAD HEADS

The Financial World Prints Interesting Official Figures Showing the Pay High Rail Executives Drew.

When the railroads are returned to private management it seems probable that there will be a general revision of salaries.

Under Federal management salaries of operating officers were cut at the same time that wages were raised.

In several instances regional directors receive smaller salaries from the Government for managing several roads than they did from private owners for managing a single road.

Chairman Simms of the House Committee on Interstate and Foreign Commerce has an official list of salaries paid to railroad officials in 1917.

There is some question whether Congress may not limit salaries. The Financial World in its current issue prints this list, omitting the odd cents which in many cases appear in the official list.

The following men are credited with pre-war salaries of more than \$50,000:

Robert S. Lovett, Chairman Executive Committee, Union Pacific.....	\$104,104.00
Edward P. Ripley, President, Atchafalpa, Topeka and Santa Fe.....	75,400.00
Jacob M. Dickinson, Receiver, Chicago, R. I. & Pacific.....	120,732.00
Walker D. Hines, Director, Chairman Atchafalpa, T. & S. P.....	77,219.00
Marvin Hewitt Jr., Chairman Board of Directors, Chicago & N. W.....	60,460.00
Julius Kruttschnitt, Chairman Executive Committee of Board of Directors, Southern Pacific Transportation System.....	58,500.00
John S. Runkle, President, Minn., St. P. & S. W.....	55,000.00
C. H. Markham, President, Illinois Central.....	60,555.00
Henry McAllister Jr., General Counsel, Denver & G.....	52,000.00
A. H. Smith, President, New York Central.....	52,723.00
Samuel Rea, President, Pennsylvania System.....	70,000.00
Thomas M. Schumaker, President, El Paso & Southwestern.....	60,150.00
Frederick D. Underwood, President, Erie Railroad.....	72,350.00
William Spruille, President, Southern Pacific.....	62,036.00
E. H. Thomas, Chairman of the Board, Lehigh Valley.....	50,850.00
W. H. Truesdale, President, Delaware, Lacka. & Western.....	75,382.00
Richard H. Aldrich, President, Chicago & Northwestern.....	50,240.00
L. M. Bell, General Counsel, Chicago, Rock Island & Pacific.....	59,486.00
G. C. Heiler, President and General Manager, Central R. R. of N. Y.....	60,210.00
George F. Brownell, Vice President and Gen. Solicitor, Erie Ry.....	49,610.00
H. E. Byram, President, Chic. Milwaukee & St. Paul.....	50,000.00
Carte, Ledyard & Milburn, Gen. Counsel, Den. & R. G.....	55,000.00
Chadbourne & Shorea, Counsel, Denver & Rio Grande.....	63,000.00
A. J. Earling, President, Chicago, Milwaukee & St. Paul.....	75,318.00
William P. Herrin, Vice President and Chief Counsel, Southern Pac.....	60,500.00

"Is not how salaries of these officials are fixed," notes the Financial World, "is not known, but it is believed the directors pass upon and fix the compensation. Wall Street banking interests, which have been credited with exercising the control of many roads, doubtless have something to say. In the case of railroad receiverships, the Federal Court, which first exercised jurisdiction fixes the compensation of the receivers and other officers, and in the list we have given it will be seen that the Judges have not been niggardly; in fact they have been quite liberal."

Wall Street, railroad officials and the country at large are wondering how many of these salaries will be restored.

FROM EVENING WORLD READERS

The Calliess Case.

New York, Dec. 12, 1919.

To the Editor of The Evening World:

You deserve the thanks of every respectable citizen for your exposure of the disgraceful state of affairs connected with the death and burial of Mrs. Calliess. It is hard to believe that the like could occur in this great and civilized city.

What does Dr. Norris mean when he says that "an overzealous undertaker overstepped himself?"

It is preposterous to assume that any undertaker in this city is ignorant of the law relating to burials. If there is such a man, ignorance does not excuse him and is strong evidence that he is unfit for his calling. But in this affair there is the appearance of something more sinister than ignorance.

A. F. P.

Profiteers in the Woolen Trade.

New York, Dec. 12, 1919.

To the Editor of The Evening World:

Grant me the privilege of replying to your esteemed editorial "Living in a Glass House" which was published on the 10th inst. The American Woolen Company prides itself upon a

record of having sold goods cheaper than any other concern in the market. It fulfills this aim by contracting with more precision, integrity and decency than any other mill in the country. While I am not a customer of that particular concern, I dislike to see anything wrong conveyed to the public, as I feel animosity and misunderstandings lead only to more Bolshevism.

The dividends and melon-cuttings your editorial mentions are accumulated profits from war contracts and have naught to do with present profits on civilian clothes. For many years this very corporation has struggled against tough odds and we should not now begrudge it a well deserved prosperity. Men like William M. Wood are needed in this country, else we should lag further behind than we do now. He is a very energetic and brilliant merchant and has shown with the organization which he has built up that he is well fitted for the eminent position he and his corporation occupies.

The jealousy and antagonism in the woolen and worsted trades are so many and so little known to outsiders that it is a twentieth century

UNCOMMON SENSE

By John Blake.

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GET BETTER ACQUAINTED WITH YOURSELF.

Ask the street cleaner if he would advise a young man to follow his trade and he will emphatically say, "No."

The difficulties of succeeding in the art of street cleaning are, he will point out, such that no ordinary youth can overcome them. Furthermore, the rewards are by no means adequate to the terrific effort required in the business.

Ask the writer if he would advise a young man to follow his profession and he will make much the same reply as the street cleaner.

Street cleaner and writer look back over their early struggles and feel that no one less courageous, less talented could have stuck to the grind long enough to win.

Both gentlemen are of course engaging in what they call on Broadway "peddling the bunk."

The street cleaner ought to know that any man of muscle and endurance can learn to sweep pavements.

The writer ought to know that any man or woman with natural talent can become a successful writer. The obstacles that must be overcome help success, instead of hindering it.

Street cleaner and writer are normal human beings, no greater, no wiser than any one else.

If they would take the trouble to get acquainted with themselves they would find that the qualities they think are unique are the common property of the large majority of human beings.

A man who really wants to succeed will succeed, whether his ambition is to be a street cleaner or a novelist, provided of course that he begins with the physical ability to swing a broom or the mental ability to string words together.

Success comes through hard work, and anybody can do hard work if he grits his teeth and settles down to it.

Actors, plumbers, writers, financiers, bricklayers, lawyers, editors, chauffeurs, doctors, carpenters, painters, blacksmiths, college professors and statesmen are too prone to discourage other men from following in their footsteps.

It is no more difficult to get to the top to-day than it was fifty years ago. And there is no more reason to suppose that the ambitious youth who applies to the successful man for advice is any less lacking in courage than the man to whom he applies.

If every man will make his own intimate acquaintance he will come to understand just exactly why he is what he is. And he will be far more helpful to others because of this knowledge.

The abolishment of the commission houses would bring about a great reform in the manufacture of woollens and the reduction of the cost of goods, and that is what a man of William Wood's type has accomplished. The commission house is a needless parasite upon the pocket-book of the consumer and is needlessly absorbing profits that are unnecessary.

Few are the records, indeed, in the market where the commission firms ever helped a merchant, but the records are filled with great wrongs where the American Woolen Company since its reorganization by William M. Wood assisted, helped and brought to wealth hundreds of obscure merchants.

ARTHUR S. ROSENBERG.

Where to Find Your Vocation

By Max Watson

Vocational Adviser Re-employment Bureau, N. Y. C.

Below is given an article of The Evening World's Series of Analytical Descriptions of Vocations Suitable to Young Men entering trades and business. Study these carefully, weigh your qualifications, and find the work for which you are best adapted.

A RECENT survey of 750 boys in New York schools, who were given working certificates two years previous to the survey, developed the startling fact that 66 2-3 per cent. of them were working in "blind alley jobs" which offered no definite future. This shows clearly the danger of haphazard selection of any "job" by the young man or young woman leaving school. If he jumps at the first "job" he can get he is apt to find himself at the age of thirty exactly where he started ten years before—making no special skill and nothing ahead that will make it possible for him to maintain a home of his own.

Of the 750 boys included in the survey 167 were clerks. Some clerical positions lead to good jobs, but without special training the future is questionable; 214 were messengers, 55 office boys, 38 stock boys, 27 wagon boys, 11 drivers, 31 packers and wrappers, 7 bell boys and 11 janitors, making \$85 boys out of a total of 750 in jobs which in many cases had no future.

These facts, given to The Evening World by George H. Chatfield, Assistant Director of Attendance of the New York Public Schools and in charge of all vocational guidance work in the schools of New York City, clearly demonstrate the need for long, careful and analytical study on the part of both parents and children before the young man or young woman goes into a trade or "gets a job." Qualifications of education, personality, temperament, all fit varying types for varying positions. The right man in the wrong place will not succeed.

The Evening World to-day begins a series of analytical descriptions of vocations suitable to young men entering trades and business. This series has been compiled by Max Watson, Vocational Adviser of the United States Re-employment Bureau in New York City. Study these articles carefully, weigh your qualifications and find the work for which you are best adapted.

Bookkeeper.

1. Opportunities. In most cases, bookkeepers receive their training in schools and enter positions fitted to take up definite work. For this reason there is usually no training on the job similar to an apprenticeship, although it is possible for a clerk to become a bookkeeper by familiarizing himself with the work of the concern, and gradually develop into a first-class man. There is always a demand for boys who have had training, although the inducement is not of the best. There is serious danger of a "blind alley" job, which gives no opportunity for advancement beyond a nominal salary.

2. Schooling. Regular schooling in a commercial school is usually necessary before it is possible to obtain a position. A general education is always desirable and it, possibly, the boy should have a schooling equivalent to high school.

3. Salary. The salary for a beginner is usually from \$18.00 to \$25.00 per week. Mature salaries for a night bookkeeper range from \$30.00 to \$50.00. It is always possible to specialize in some branch and obtain a larger salary.

4. Type of Boy Best Suited. This is a purely commercial position and the boy who is mechanically inclined or adapted for active outside work should not consider it. It is a "white collar" job and is best suited for the precise, studious type of boy.

5. Description of the Duties. A bookkeeper keeps a systematic record of the transactions of a business, either in a set of books or on cards, and takes a trial balance at certain periods from these records.

6. Qualifications. He must be a good penman, have a good memory, and understand various forms of general bookkeeping, such as single and double entry.

7. Remarks. For a bookkeeper to become an accountant, he must take up special work, as there is a great difference between bookkeeping and accountancy. It is always possible for a bookkeeper to become the head of a department, or to be promoted to such a position as cashier, or treasurer of the business. In large organizations, it is very easy for a bookkeeper to become lost in the machinery of the organization; and find it very difficult to assert his capabilities.

Courses in bookkeeping are given in the public schools, both in the regular commercial schools and special night schools. Special bookkeeping courses extend over a period of from ten to twenty weeks.

CHARITY BEGINS AT HOME.

THE Germans," said Senator Williams, "frankly pursued for forty years a policy that had a fatal flaw in it."

"The Germans were like the chap who said in a sanctimonious tone one evening to his wife:

"How happy I am this evening, dear! I have done three good deeds to-day."

"What are they?" said his wife.

"On the way to business," said he, "I saw a young woman weeping on a church step both a lady and her knee. I asked her what the trouble was, and she said that she had walked seven miles to have her baby christened, and now found that she had lost her money on the way."

"I told her to cheer up, handed her a five dollar bill and bade her have the child christened and bring me the change," she said. "She did so gratefully—and thus, my dear, I did three good deeds. I performed, my dear, an act of charity; I started a little child in the way it should go, and I got four good dollars for a bad Eve-spot."—Detroit Free Press.